

## Why Attend?

*An analysis of real world negotiation scenarios is used as a lens through which to understand the various course topics. Participants learn and apply various negotiation strategies and tactics and gain an understanding of their situational use. Additionally, participants learn their negotiating style preference and how and when to adapt their negotiation styles given the behavior and goals of the parties. The course also offers participants the opportunity to participate in extensive in-class negotiations, including a multi-cultural capstone exercise in which participants must thoroughly prepare for and negotiate a complex agreement.*

### Who should attend?

*Mid and senior level personnel who participate in or lead negotiations*

*Civilian and military professionals*

### POINT OF CONTACT

*For course registration, please contact  
NETSAFA.*

For all other inquiries, please contact:

#### **IDARM**

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# IDARM

## International Defense Acquisition Negotiations

**4-8 December 2006  
Seoul, South Korea**



## IDARM International Defense Acquisition Resource Management Program

[www.nps.navy.mil/idarm](http://www.nps.navy.mil/idarm)

School of International  
Graduate Studies  
Naval Postgraduate School  
Monterey, California

# IDARM—International Negotiations—MASL P279300



This five day highly interactive course introduces participants to the complex set of considerations related to international negotiations. The course places particular emphasis on planning and preparing for negotiations in an international environment as well as the appropriate use of transaction and relationship based negotiating styles.

**Course will be conducted in English.**

**Presentations will be made by members of the faculty of the School of International Graduate Studies, U.S. Naval Postgraduate School and distinguished international negotiators.**



Gyeongbokgung Palace

## COURSE TOPICS

### INCLUDE:

- Role of different functional and organizational representatives as negotiators
- Strategic use of information
- Transaction based versus relationship style negotiation
- Preparing for negotiations
- Identifying competitive advantage: strengths and weaknesses
- Fact finding techniques
- Selection of negotiators
- Use of teams and coalitions in negotiations
- Strategies and tactics for effective negotiations
- Management and use of emotions
- Ethics and negotiations
- Power and negotiations
- Relationship building in negotiations
- Developing negotiation positions, arguments and counterarguments
- Cross-cultural negotiations: cultural considerations
- Communication and language barriers
- Completing the negotiation
- Drafting, signing and enforcing negotiation agreements

## COURSE LOCATION

The course will be conducted in Seoul, the beautiful and historic capital of South Korea.



Namdaemun Gate in Seoul

## COURSE COST

Cost is \$1,750 per person.

## COURSE REGISTRATION

Course size is limited to 22 participants. Countries are encouraged to send more than one participant. Quotas are controlled by NETSAFA, N-331 (contact: Mike McCrabb [michael.mccrabb@navy.mil](mailto:michael.mccrabb@navy.mil)). Please refer to MASL P279300.



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